

Message Text

LIMITED OFFICIAL USE

PAGE 01 DHAHRA 00662 210938Z
ACTION NEA-11

INFO OCT-01 EB-08 ISO-00 /020 W
-----071937 211518Z /14

R 210835Z MAY 78
FM AMCONSUL DHAHRAN
TO USDOC
INFO AMEMBASSY JIDDA
AMEMBASSY MANAMA
USLO RIYADH
AMEMBASSY DOHA
AMEMBASSY ABU DHABI
AMEMBASSY KUWAIT
SECSTATE WASHDC 6260
AMEMBASSY TEHRAN

LIMITED OFFICIAL USE DHAHRAN 0662

E.O. 11652: N/A
TAGS: BEXP, XF
SUBJECT: WAREHOUSING - DOW-WARNER

REF: (A) USDOC 7684, (B) DHAHRAN 0531, (C) DHAHRAN 0645

1. MR. AND MRS. BRENNAN OF DOW-WARNER ARRIVED IN DHAHRAN MAY 20 (ONE DAY LATER THAN THEIR SCHEDULED ARRIVAL TIME), AND MR. BRENNAN CALLED CONSULATE TO COMPLAIN BITTERLY ABOUT ADVANCE ARRANGEMENTS FOR THEIR TOUR THIS AREA. BRENNAN CLAIMED HIS COMPANY "WOULD SUE COMMERCE FOR 10,000 DOLLARS" BECAUSE COMPANY BROCHURES HAD NOT BEEN SENT TO CORRECT ADDRESSEES; POSTS HAD NOT DRAWN UP ADVANCE SCHEDULES OF APPOINTMENTS; HE HAD NOT BEEN MET AT AIRPORTS, AND, IN GENERAL, POSTS WERE NOT SUPPORTIVE OF HIS "TRADE MISSION."

2. CONSOFF INFORMED BRENNAN THAT A) THIS POST HAS RECEIVED COMPANY BROCHURES AND HAD DISTRIBUTED SEVERAL OF THEM, B) LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 DHAHRA 00662 210938Z

APPOINTMENTS VISIT SAUDIS GENERALLY WERE NOT MADE UNTIL

MLY WERE NOT MADE UNTIL
BUSINESSMAN WAS PHYSICALLY PRESENT IN KINGDOM, C) SAUDI BUSINESSMAN, WHO WAS VERY INTERESTED IN DOW-WARNER PRODUCTS, HAD GONE TO AIRPORT TO MEET BRENNAN'S BUT BRENNAN'S HAD ARRIVED DAY LATER THAN SCHEDULED, AND D) CONSULATE CAR WOULD PICK UP

BRENNAN AT HIS HOTEL AND TAKE HIM TO CONSULATE WHERE APPOINTMENT SCHEDULE COULD BE FINALIZED.

3. UNFORTUNATELY CONSULATE COMMERCIAL OFFICERS WERE BUSY WITH OTHER APPOINTMENTS OUT OF THE OFFICE WHEN BRENNAN ARRIVED AT CONSULATE, AND BRENNAN DECIDED TO VENT HIS SPLEEN ON CONSULATE'S LOCAL MARKETING ADVISOR. IN SPITE OF THIS OUTBURST, CONSULATE LOCAL EMPLOYEE MADE OTHER BUSINESS APPOINTMENTS FOR BRENNAN AND ARRANGED WITH SAUDI BUSINESSMAN WHO HAD TRIED TO MEET BRENNAN AT AIRPORT TO TAKE BRENNAN TO HIS HOTEL.

4. COMMENT: WE DO NOT KNOW WHAT SORT OF OVERSEAS FACILITATIVE ASSISTANCE BRENNAN WAS PROMISED BY USDOC, BUT HE APPARENTLY FEELS THAT HE IS A ONE-MAN "TRADE MISSION" THAT SHOULD BE TREATED LIKE ONE. WE HAVE HAD HUNDREDS OF U.S. BUSINESSMEN PASS THROUGH THIS AREA IN THE PAST FEW MONTHS, AND BRENNAN HAS BEEN MOST DEMANDING, RUDE PERSON WE'VE ENCOUNTERED. HIS THREAT TO SUE COMMERCE MAY BE JUST TALK; HOWEVER, HE CAN BE EXPECTED TO MAKE TROUBLE AT OTHER POSTS AND BACK IN THE STATES BECAUSE HE BELIEVES THAT HE HAS NOT RECEIVED SUITABLE ASSISTANCE.
BUSHNELL

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 21 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978DHAHRA00662
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780214-0358
Format: TEL
From: DHAHRAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780537/aaaabfdk.tel
Line Count: 83
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 0468179a-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 DHAHRAN 531, 78 DHAHRAN 645
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2627617
Secure: OPEN
Status: NATIVE
Subject: WAREHOUSING - DOW-WARNER
TAGS: BEXP, XF
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/0468179a-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014